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A "THANK YOU" AND A REQUEST FROM LAURIE

I recently attended a meeting in Richmond to hear Hugh Gouldthorpe, author of *I've Always Looked Up to Giraffes*. He is a wonderful speaker who is creative and insightful about the principles that make a difference in both business and personal life. He explained how giraffes are able to reach things that other animals aren't able to reach and noted their superior vision. In Africa, the giraffe is a symbol of friendship. They are also very caring and compassionate animals, which is obvious to anyone who looks into their eyes. Throughout the book, Gouldthorpe compares leaders to giraffes and provides insights into what to do in today's world to be successful.

Gouldthorpe's most important point is that it's all about people. He refers to himself as the head cheerleader for his company. It is a team effort. No matter how good one person is, they can't do it alone. It takes a team to build a dream. Put people first and let them know you care. Let people know that they make a difference—at work and in your personal life. Hugh says, "People are persuaded by reason but moved by emotion." We all learn from each other, yet it is important to be ourselves. Our attitude, desire, and passion are the gifts we can give to others.

After hearing Hugh speak, I thought about all of you who are connected to TMI through membership, programs, or Hemi-Sync®. You are part of our team—our global TMI team. Each one of you makes a difference to those around you. You have helped TMI grow to where it is today and your dedication to our work is evident through your communications. We are proud to have you as a team player. So let's get on the court of life and play!

We would like your feedback. What are we doing right? Where could we improve? How can we serve you better? We would like you to return the enclosed questionnaire at your earliest convenience. Please use additional paper if needed. As we cocreate the next ten years for TMI, you can be a part of the plan by participating and sharing your desires and visions for the future. Your feedback is very important to us, and we want to hear from you.

Thank you for your support, your love, and your dedication to The Monroe Institute.

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